Automotive News

MAY 11, 1992

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NEWSPAPER

news

Chevy to limit ZR-1 output

WARREN, Mich. — Chevrolet plans to build only 350 ZR-1 Corvettes per year in an effort to boost the exclusivity of the $64,318 car.

When the option debuted for the 1990 model year, Chevrolet hoped to sell 3,000 a year. The new limit runs until the 1995 model year, a dealer document says.

Chevrolet spokesman Dave Hudgens said he would not confirm or deny the plan.

— Phil Frame

Ford holds line on Probe price

DETROIT — The new Ford Probe will debut July 9 with

see LATE NEWS, 2

Profit motives

New-car dealers are experimenting with a variety of ways to create profits in a down market. See *Automotive News Insight*, which follows Page 24.

Olds goal: young and stylish

GM to sharpen divisional images

PHIL FRAME
Staff Reporter

The foundering Oldsmobile Division will get the biggest makeover, moving to younger and more style-conscious buyers, as General Motors' new regime tries to focus the image of its car marketing divisions.

Marketing divisions would sacrifice models that blur their images and compete too closely with other GM vehicles, according to strategies for the mid-to-late 1990s under consideration by GM's North American Operations planners. While [illegible] product decisions are not final, conversations with many sources at the new North American Operations reveal general agreement on the focus each division will seek.

The plans under consideration include dropping Oldsmobile Cutlass Ciera and Bravada; Buick Roadmaster; Pontiac LeMans and the four-door Pontiac Grand Prix; and the 1997-model year remake of the Chevrolet Caprice, said sources at GM's new North American Operations.

GM execs taking retirement ➤ 4

Other product changes being considered:

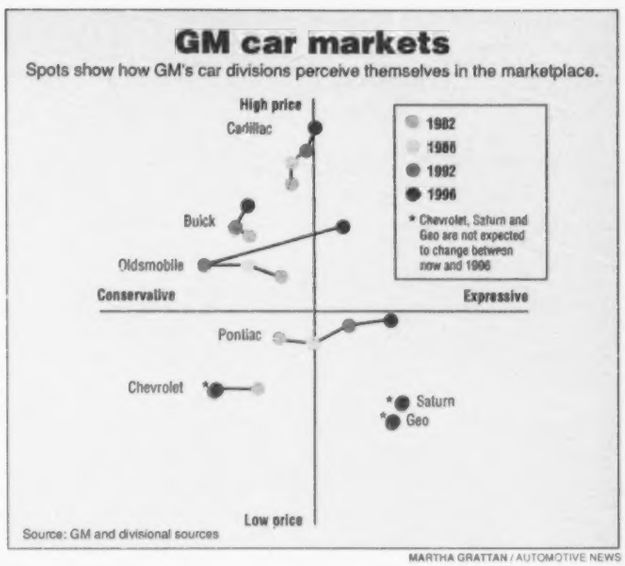
- Replacing the Cadillac Allante with a domestic car.
- Dropping the Oldsmobile Ninety Eight.
- Dropping the Buick Skylark.

Spurred by angry investors and outside board members impatient with GM's $6.5 billion in losses over the past two years, planners are considering previously unthinkable options, NAO sources said. The sources also say the Buick Regal may be in jeopardy, but a division executive, who asked not to be named, strongly denied any plans to kill the model.

"It's totally untrue," the official said. "I don't know where that got started." He also said there is no plan now to eliminate the Skylark or Roadmaster.

"There's a danger in cutting too much — you can lose market share and volume forever," he said. "I'm not saying we won't have additions and deletions, though."

Among the five passenger-car marketing divisions plus Saturn Corp., Oldsmobile would have to shift the most dramatically from its current position on the GM perceptual map. (See grid, top right)



MARTHA GRATTAN / AUTOMOTIVE NEWS

OLDSMOBILE

Outsiders commonly suggest eliminating the Oldsmobile division entirely. But GM executives steadfastly argue that they shouldn't discard a dedicated dealer body of 3,000 and decades of built-up brand equity.

Currently regarded internally as more conservative and nearly as pricey as Buick, Oldsmobile will

see GM, 42

GM slashes jobs; is it still good for America?

PETER BROWN
Editor

The people of Ypsilanti, Mich., and North Tarrytown, N.Y., can only stand and watch as General Motors prepares to eliminate thousands of jobs by closing assembly plants in their communities.

They are among the big losers as GM slashes itself into competitive shape in pursuit of profits. By 1995, the automaker plans to close 21 plants and cut 80,000 North American jobs.

Even those cuts weren't enough for the board of directors, which installed a new management team last month to speed up the slimming down. The team of Robert Stempel and Lloyd Reuss, which was slow to shed people, was broken up and Reuss was demoted.

> "For years I thought what was good for our country was good for General Motors — and vice versa."
>
> **CHARLES E. WILSON**
> FORMER GM PRESIDENT

GM's radical surgery raises a question that first arose in one of the most famous quotations about American business: former GM President Charles E. Wilson's 1953 statement to Congress that "what was good for our country was good for General Motors — and vice versa."

Have the interests of GM and the nation diverged? Is what's good for General Motors in 1992 — plant closings, elimination of jobs — still good for the country?

The answer, according to many people both inside and outside the industry, remains a firm "yes." GM has to remain competitive if it is to contribute to the country.

But GM's strategy creates losers who disproportionately bear the burden of a changing world economy.

"The tragedy in human and social terms is when we say it's OK to let that cost be borne

see GM, 39

Ford strategy: Add options, cut prices

KATHY JACKSON
Staff Reporter

The two-door version of the Mercury Topaz almost got a mercy killing before the 1992 model year.

It was rescued by a test: Lincoln-Mercury Division added $1,700 worth of options and sold it for less than the previous base price. Sales soared.

Value pricing is one of Ford Motor Co.'s strategies for pumping up market share this decade.

It also may be a first step toward reducing or eliminating costly customer rebates. Ford is trying to simplify the buying experience and eliminate the distrust that typifies retail car sales.

In the United States, Ford is testing various everyday-low-pricing concepts on the Mercury Topaz, Tracer and Cougar and the Ford Escort and Thunderbird. All of those programs may go national by fall.

When the Escort and Tracer programs go national May 21, the current $500 customer rebate on the Escort will be reduced.

Securities analyst Wendy Beale Needham says Ford officials told analysts in March that the reduced rebate will allow the company to increase the profit per vehicle by $300.

Ford dealers around the country are anxious for the national rollout of the one-price Escort later

see ONE PRICE, 42

JAVIER MENDOZA

Part-time painter Teddy Dualan uses a plywood canvas to broadcast Dualan Buick's reopening.

Picking up after the riots

Los Angeles' auto community struggled to rebound last week. Asian importers helped with relief efforts. Some dealerships suffered damage; most dealt with empty showrooms. As one employee talked a mob out of torching a Ford store, a Toyota service technician died in riot-related violence. See stories on Page 3.

Dealers get a break on waste oil disposal

MAX GATES
Staff Reporter

WASHINGTON — Auto dealers who handle used motor oil in their service departments received a break last week from the EPA, which decided not to tighten rules for disposal of waste oil.

In deciding not to classify used oil as a hazardous waste, EPA in effect maintains the current system for facilities that collect used oil, including dealerships.

EPA Administrator William Reilly said waste oil is already regulated under other laws.

"Because used oil that will be disposed of is already subject to regulation, we see no need for duplication," Reilly said.

If used oil had been reclassified, a dealer would have had to hire a special transport service to haul it away. Dealers feared that disposal costs would increase. Current rules govern how a dealer stores oil and require each dealer to keep records on what is handled.

Also last week, the EPA decided not to regulate used oil filters as a hazardous waste, as long as all

see USED OIL, 46

Automotive News

'93 WATCHWORD: SAFETY
ABS, airbag availability leads model-year changes. PAGE 4

COLLISION COURSE
UAW, GM appear headed for a showdown next year. PAGE 6

VOLKSWAGEN BURDEN
Automaker's U.S. earnings dip 35 percent in 1991. PAGE 8

NEW LEXUS DUE IN MARCH

▲ Next U.S. car is already on sale in Japan. PAGE 28

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Editorial & Business Offices . (313) 446-6000

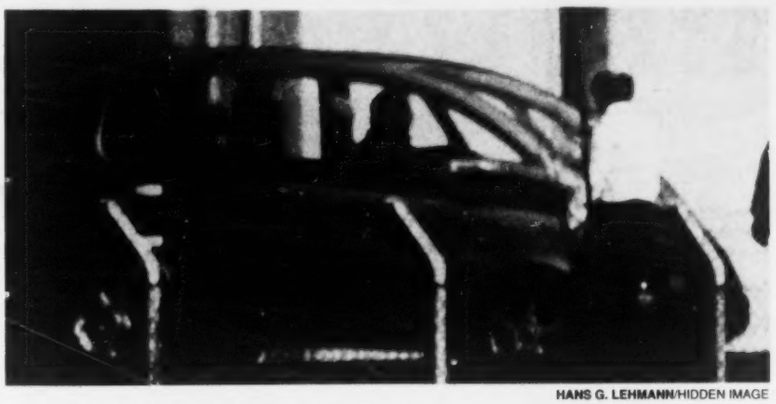
AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in May at 1400 Woodbridge, Detroit, MI 48207-3187. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207.

corrections

■ A chart in the May 4 issue on Page 20 gave the wrong first name for Richard Lannen, director of General Motors' Service Technology Group.

■ A May 4 story on Page 19 incorrectly described the ownership of Cowan Oldsmobile-Cadillac-GMC in Phoenixville, Pa. Roger Penske, who had been the largest shareholder, sold his stock in the dealership in 1983.

■ A May 4 story on Page 18 gave an incorrect title for Thomas Ryan, who resigned as vice president of marketing at Hyundai Motor America. Bob Parker is vice president of national sales.



HANS G. LEHMANN/HIDDEN IMAGE

Honda 'mini-minivan' spied

The apparent prototype of a new Honda/Rover supermini van was spied recently being rolled out of a hangar in England. The five-passenger mini is believed to be based on the next Honda City minicar, which will share a platform with the Rover Metro. European versions likely will be sold with a 1.5-liter, four-cylinder engine. Japanese buyers will get the usual 660cc.

latenews

CONTINUED
from PAGE 1

virtually no price increase from comparably equipped 1992 models.

The base model will rise $588 to $12,845, a 4.8 percent hike and the cost of the GT will increase $317 to $15,174, up 2.1 percent. Most of the increase is to account for the addition of a standard driver-side airbag and an upgraded powertrain, Ford said.

On a comparable equipment basis, prices of the 1993 models are up an average 0.6 percent or $108; optional equipment prices are unchanged.

Ford Division deleted the LX model for 1993.

Saab cuts loss in first quarter

Saab Automobile AB said late last week that it lost $49.4 million in the first quarter, compared to a loss of $160.7 million a year earlier.

Saab attributed the improved performance to a huge restructuring program underway for two years.

First-quarter sales rose 16 percent from a year earlier, to $658 million, Saab said.

— *Diana T. Kurylko*

Peterbilt strike enters 3rd week

MADISON, Tenn. — Some 390 UAW members continued to strike Paccar Inc.'s Peterbilt Motors Co. Class 8 truck plant after walking out April 27 in a dispute over a new three-year agreement.

The dispute centers on a proposal to increase workers' contribution to health costs.

Jack McRae, Paccar spokesman, said no talks are scheduled. Peterbilt increased production at its non-unionized plant in Denton, Texas, to offset production losses and also is using salaried employees to produce two to three trucks daily in Madison, McRae said.

Ford to repair exhaust systems

DEARBORN, Mich. — Ford Motor Co. is recalling about 306,000 1987 model Ford Taurus and Mercury Sable cars with 3.0-liter V-6 engines to replace the catalyst assembly.

Ford said it is taking the action to make sure the vehicles meet acceptable exhaust emissions levels. Vehicles built for sale in California and Canada are not included.

Ford is recalling about 20,300 1988 Ranger pickups built for sale in California to modify the exhaust system catalyst.

The trucks are equipped with the 2.3-liter four-cylinder engine and manual transmission. Ford said the vehicles may exceed state exhaust emissions standards.

DeLorean faces arrest warrant

BELFAST, Northern Ireland — The Royal Ulster Constabulary last week issued an arrest warrant for one-time automaker John DeLorean, charging him with defrauding the British government in the course of his failed sports car project.

The warrant means DeLorean will be arrested if he ever visits British territory.

A week earlier Frederick Bushell, former Group Lotus chief executive, pleaded guilty to conspiring with DeLorean and others to defraud the British government-backed sports car project of $17.65 million.

DeLorean was acquitted of similar charges in the United States in December 1986.

Mack Canada restructured

ALLENTOWN, Pa. — Mack Trucks Inc. restructured its Canadian subsidiary, Mack Canada Inc., to align its operations more closely with those in the United States.

Canada managers will report directly to a newly formed Executive Management Canadian Advisory Committee of senior executives at Mack Trucks. Guy Claveau, executive vice president and chief financial officer of Mack, is the chair.

Gordon Hellowell was named to the new position of vice president of sales and marketing for Mack Canada.

Farren leaves trade for Bush

WASHINGTON — J. Michael Farren, who has headed U.S. negotiations with Japan on autos and auto parts, will leave the Commerce Department June 1 to be deputy manager of President Bush's re-election campaign.

His successor has not been named.

Farren served in a variety of Commerce Department posts during the Reagan administration before becoming deputy director of Bush's transition team to the White House in 1988 and his current job in 1989.

— *Max Gates*

Lutz to Japan: Hire minorities

ATLANTA — Chrysler Corp. President Robert Lutz says Japanese automakers should provide more opportunities for minorities.

Speaking at a dinner sponsored by *Black Enterprise Magazine* here, Lutz pointed out that 23.8 percent of Chrysler's employees are minorities and that 18 of the top 100 black businesses listed by the magazine are Chrysler dealerships. "I'd like to challenge the Japanese to do the same thing," he said.

Lutz also pointed out that Chrysler has opened a $1 billion auto plant in Detroit and has committed more than $100 million to minority dealer development.

Ford unites r&d in Europe

LONDON — Ford Motor Co. announced last week that it will consolidate European research and development work at two centers in Germany and Britain. About 2,500 employees in the two countries are involved; no jobs will be lost, Ford said.

Under the two-year reorganization, staff will be transferred from sites in Germany and England to Ford's r&d facilities at Merkinich, Germany, and Dunton, England.

— *Maurice Glover*

briefly

Ford won't try the hose test

Mimi Vandermolen, a **Ford Motor Co.** design executive, said she had her male colleagues don fake fingernails so they can experience how tough it is to open a car door with long nails. "They really should try getting in and out of a car with pantyhose and a tight skirt, but I didn't want to push it," said Vandermolen, one of the highest-ranking women in the auto design community.

IT'S A CROSS-COUNTRY CLUB — Country clubs for 4x4 vehicle owners. That's what The Searchers, a company in Cortez, Colo., plans to establish soon. Searchers is purchasing its first retreat on the La Sal mountains in Moab, Utah, says company founder Dale Lemmon, and it is looking at other sites across the country. Lemmon says the idea is to establish museums, campsites, cabins, driving courses and restaurants so drivers can enjoy their sport in style. "Much of the premium land is being purchased by foreign countries, and four-wheel-drive trails are being closed on public lands," Lemmon says in the catalog *The Searchers World.* The Moab retreat is slated to open next April.

SLEEPING WITH THE ENEMY — The world is waiting to see what **General Motors** might learn from John Smale, the new chairman of its executive committee. Smale is credited with leading a revolution at Procter & Gamble Co. that put the consumer-goods giant squarely into black ink in the 1980s. Where did Procter & Gamble learn its lessons? A 1990 corporate brochure gives credit to a short list of "well regarded" corporations that P&G looked to for answers. No. 1 on the list: **Ford Motor Co.**

MORE GREEN STUFF — Owner and service manuals for the new **Nissan** Quest minivan and Altima compact sedan will be printed on recycled paper with recyclable ink. The recycled paper includes at least 10 percent "post-consumer" waste paper, some tiny fraction of which might even be old Stanza service manuals.

OLD USE OF NEW — Back when **Chrysler Corp.** was *really* in trouble, it called itself "the New Chrysler Corp." Now **Mazda Motor of America Inc.** is billing itself, in ads and press events, as "the New Mazda." As it happens, Mazda Executive Vice President Clark Vitulli was also at Chrysler when it became "new." But Vitulli says he argued against using "new" at Mazda. When Chrysler used it, he says, the adjective was aimed at keeping the press from always referring to "the beleaguered" or "the financially troubled" Chrysler. Mazda is neither. So why the new name? Vitulli says Mazda folks just liked it because of all the new Mazda cars. It just feels right?

WAY WITH WORDS — Donald Runkle, **GM** vice president of advanced engineering, uttered the expression, "gleam to gleam," at the Society of Plastics Engineers annual technical conference in Detroit last week. The expression is used in connection with the time consumed in bringing a new vehicle to production, Runkle said. It covers the period "from the gleam in the eye to the gleam in the showroom."

Runkle: explains gleam to gleam

Stunned L.A. dealers start cleanup

Toyota technician killed by rioters

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Auto dealers in greater Los Angeles are still reeling from the civil unrest that gripped the city after a jury acquitted four police officers in the beating of motorist Rodney King.

For one, Long Beach Toyota, it means mourning a service technician who was shot dead by rioters. For others, recovery means repairing broken windows or replacing damaged vehicles. But for most, getting back to normal will mean trying to recover from five days or more of dismal sales when stores were closed or traffic disappeared.

"We haven't had any problems, but we haven't had any customers either," said Reiner Kolodinski, general manager at Arrow Buick-Pontiac-GMC Truck in Compton, Calif. He said his dealership didn't sell a single vehicle during the weekend after the riots began. It usually sells four.

But for those dealers close to the violence, the wounds cut far deeper than lost sales. And the recovery may never come.

Matt Haines, 32, a technician at Long Beach Toyota, was one of 57 persons killed in the disturbance.

Service Manager Tom Johnson said that he closed early on Thursday as the violence spread south toward Long Beach, "but Matt stayed until 5:30 p.m. when his work was done. That's the kind of guy he was."

Haines was shot later that evening while riding his motorcycle to a friend's home to help with a car that wouldn't start.

Long Beach Toyota paid for Haines' funeral, and Toyota Motor Sales U.S.A. Inc. made a donation

see DEALERS, 41

JAVIER MENDOZA

Majestic Pontiac-Honda on Crenshaw Boulevard suffered minor damage during riots that racked Los Angeles.

Asian makers rush to aid rebuilding

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Asian automakers are helping to rebuild Los Angeles from the racial violence following the Rodney King verdict.

Hyundai Motor America and almost every Japanese importer have announced plans to give money and volunteer assistance to victims of the social unrest that tore the city apart April 29 through May 1.

Every Asian automaker has its U.S. headquarters in Southern California except for Subaru of America Inc., which is in Cherry Hill, N.J. Asian importers also sell a lot of their vehicles here.

"This is our community, where we work and where we live," said Don Spetner, manager of the office of corporate communications at Nissan Motor Corp. in U.S.A. Inc., based in Gardena, Calif., just south of Los Angeles. "We have no choice but to get involved."

By late last week, representatives from the Big 3 and several European makers said they had not decided whether to offer assistance.

One exception was Mercedes-Benz of North America Inc. Its Western Region donated a total of $12,000 to six local relief organizations.

"We're in this community and it's a very important market for us. So we had to get involved," said Denise Norman, Western Region spokeswoman at Mercedes-Benz. She said the Mercedes regional office gives $70,000 annually to local charities.

"We believe that the business community must make a long-term commitment to supporting programs that can enact some change," she added. Mercedes' Western Region office is in Hollywood, near an area hit by looting and violence.

American Honda Motor Co., Mitsubishi Motor Sales of America Inc., Nissan and Hyundai are all helping their employees take

see MAKERS, 41

Dealership porter saves Ford store from rioters' torch

LINDSAY CHAPPELL
Staff Reporter

If Lennox Barrow hadn't faced down rioters shortly after the Rodney King verdict, he wouldn't have a place to work today.

"If I hadn't done something to stop them, everybody here would be out of a job," said the night porter for Crenshaw Motors in south central Los Angeles.

Barrow, 34, was on duty at the Ford dealership when flames engulfed a Firestone tire store across Crenshaw Boulevard. About 10 people carrying what looked like Molotov cocktails then came running toward Crenshaw Motors. It was clear that the 54-year-old store with about 100 cars on the lot was their next target.

But Barrow stopped them.

"I asked them why they wanted to do this," he said in a telephone interview. "I told them that this was my livelihood and that I had a family to support." Barrow has three young children.

Two of the group broke off and began throwing gasoline around the dealership's service area.

"I told them they were wrong to burn it down, that more than 100 people worked here, and that it was good for people in the community," Barrow recalled. "I told them I needed this job for my family, and everybody else working here needed their jobs, too."

The vandals appeared to be in their early to late 20s. Despite the chaos on the streets, they heeded Barrow's pleas.

"One of them said, 'Let's let this one slide.' And they were gone," Barrow said. "Maybe they heard what I was saying about my family. I think that if they'd been any younger, they wouldn't have listened to what I was saying."

Barrow cleaned up the gas and stayed through the night in the blacked out area. He and a neighboring homeowner lit the property with the high beams from two trucks.

"We're here today because of him," said Jim Mancell, Crenshaw sales manager. "It took an awful lot of nerve."

LIGHT-TRUCK SALES

	April 1992	April 1991	Percentage change
Chrysler	95,053	68,738	+38.3
Ford	126,070	104,774	+20.3
GM	133,738	119,727	+11.7
Imports	354,468	292,859	+21.0
TOTAL	408,804	350,335	+16.7

Source: Automotive News Data Center

9 up for import dealer award

CHARLES E. RAMIREZ
Special Correspondent

Nine import dealers are regional winners of the third annual *Sports Illustrated* All-Star Dealer Award. They will vie for the national All-Star Dealer Award.

Sports Illustrated and the American International Automobile Dealers Association sponsor the contest, which recognizes business performance, community service and commitment to the industry.

The regional winners were nominated by their peers and selected by a panel of graduate business school deans and professors. The same panel also selects the national winner.

The national winner will be announced at a banquet during AIADA's American International Automotive Congress in Washington on May 18. The national winner will serve as a spokesman for the import auto industry throughout the year.

AIADA spokeswoman Andrea McCarthy said this year's competition has one more regional winner than last year because there was a strong pool of candidates. Last year there were 22 nominees;

see AWARDS, 28

JOE WILSSENS/AUTOMOTIVE NEWS

Scott Whitlock is pictured with right-hand-drive engines that will go into Accords shipped to Japan.

PRESSURED POINT MAN

Honda's Scott Whitlock faces numerous political brushfires

LINDSAY CHAPPELL
Staff Reporter

MARYSVILLE, Ohio

You can hear the indignation in Scott Whitlock's voice as he describes the business climate for Honda of America Manufacturing Inc.

"Is this fair?" asks Honda's executive vice president as he reads chapter and verse from proposed federal legislation that threatens to clip the company's U.S. presence.

"How can this possibly be in the best interest of the United States?" Whitlock asks, sounding as incredulous as a country lawyer before a jury. "How can it be good for our country if manufacturers are forced to lay people off?"

Protests against Washington have become almost routine for Whitlock, the top-ranking U.S.-born executive in Honda's ever-expanding manufacturing operation here. The Japanese are a target for

see HONDA, 41

TRANSPLANT TIDBITS

Honda of America keeps adapting ➤ 23
House takes aim at trade deficit ➤ 41

April cars still bleak but trucks rise 16.7%

JIM HENRY
Staff Reporter

The sun shone brightly on the Big 3-dominated light-truck segment in April, once again fueling hopes that an automotive recovery has begun.

While car sales in the United States climbed only 3.7 percent over 1991's depressed total, truck sales jumped 16.7 percent.

That put the seasonally adjusted annual selling rate for light trucks at 4.75 million — a peak for this year.

Analysts generally consider stronger truck sales as an encouraging sign for the industry. Trucks tend to slip first when a downturn begins and then lead a recovery.

Light trucks are the Big 3's "anchor to windward," said Joseph Phillippi, auto industry analyst for Shearson Lehman Brothers Inc. in New York.

And there were plenty of big gainers in the Big 3 fleets. Ford's Explorer was up 22.9 percent, its Aerostar rose 31.3 percent and the new Club Wagon advanced 74 percent over last year. General Motors' plastic-bodied minivans all had double-digit gains, led by a 77.2 percent increase for the Pontiac Trans Sport.

Overall, Ford's truck sales were up 20.3 percent, and GM's advanced 11.7 percent.

Chrysler Corp., meanwhile, had a record April for truck sales, aided by its National Minivan Sale

see SALES, 30

U.S. CAR AND LIGHT-TRUCK SALES, APRIL — 1992 vs. 1991 (ranked by car and light-truck total sales)

Make	Car Sales 1992	Car Sales 1991	1992 Share	1991 Share	Truck Sales 1992	Truck Sales 1991	1992 Share	1991 Share	Car & Truck Totals 1992	Car & Truck Totals 1991	% Share of Total Car & Truck Market 1992	% Share of Total Car & Truck Market 1991	Changes Share (Points)	Changes Sales (Percent)
Ford	99,199	85,599	13.9	12.4	126,070	104,774	30.8	29.9	225,269	190,373	20.0	18.3	1.8	18.3
Chevrolet/Geo†	92,916	101,084	13.0	14.6	98,143	91,008	24.0	26.0	191,059	192,092	17.0	18.4	−1.5	− 0.5
Dodge	22,959	23,459	3.2	3.4	52,834	39,658	12.9	11.3	75,793	63,117	6.7	6.1	0.7	20.1
Toyota	55,397	49,561	7.7	7.2	19,771	20,709	4.8	5.9	75,168	70,270	6.7	6.7	−0.1	7.0
Pontiac	50,136	45,693	7.0	6.6	3,272	1,847	0.8	0.5	53,408	47,540	4.8	4.6	0.2	12.3
Honda	52,288	56,781	7.3	8.2	—	—	—	—	52,288	56,781	4.7	5.5	−0.8	− 7.9
Nissan	30,553	33,165	4.3	4.8	15,169	14,433	3.7	4.1	45,722	47,598	4.1	4.6	−0.5	− 3.9
Buick	44,253	47,159	6.2	6.8	—	—	—	—	44,253	47,159	3.9	4.5	−0.6	− 6.2
Oldsmobile	40,274	35,607	5.6	5.2	2,596	2,365	0.6	0.7	42,870	37,972	3.8	3.6	0.2	12.9
Mazda	31,361	21,960	4.4	3.2	7,877	8,589	1.9	2.5	39,238	30,549	3.5	2.9	0.6	28.4
Plymouth	17,421	13,297	2.4	1.9	19,368	13,727	4.7	3.9	36,789	27,024	3.3	2.6	0.7	36.1
Mercury	33,902	35,843	4.7	5.2	—	—	—	—	33,902	35,843	3.0	3.4	−0.4	− 5.4
GMC	—	—	—	—	29,727	24,507	7.3	7.0	29,727	24,507	2.6	2.4	0.3	21.3
Jeep	—	—	—	—	21,497	15,008	5.3	4.3	21,497	15,008	1.9	1.4	0.5	43.2
Cadillac	17,749	15,487	2.5	2.2	—	—	—	—	17,749	15,487	1.6	1.5	0.1	14.6
Saturn	16,345	4,944	2.3	0.7	—	—	—	—	16,345	4,944	1.5	0.5	1.0	230.6
Mitsubishi	14,220	16,245	2.0	2.4	1,939	2,504	0.5	0.7	16,159	18,749	1.4	1.8	−0.4	−13.8
Lincoln	13,208	14,465	1.8	2.1	—	—	—	—	13,208	14,465	1.2	1.4	−0.2	− 8.7
Chrysler	10,154	10,436	1.4	1.5	1,354	345	0.3	0.1	11,508	10,781	1.0	1.0	0.0	6.7
Hyundai	10,438	9,206	1.5	1.3	—	—	—	—	10,438	9,206	0.9	0.9	0.0	13.4
Acura	10,401	12,396	1.5	1.8	—	—	—	—	10,401	12,396	0.9	1.2	−0.3	−16.1
Isuzu	1,241	1,284	0.2	0.2	7,039	8,198	1.7	2.3	8,280	9,482	0.7	0.9	−0.2	−12.7
Subaru	8,269	9,898	1.2	1.4	—	—	—	—	8,269	9,898	0.7	1.0	−0.2	−16.5
Lexus	6,588	4,661	0.9	0.7	—	—	—	—	6,588	4,661	0.6	0.4	0.1	41.3
Mercedes	6,256	5,376	0.9	0.8	—	—	—	—	6,256	5,376	0.6	0.5	0.0	16.4
BMW	5,737	4,911	0.8	0.7	—	—	—	—	5,737	4,911	0.5	0.5	0.0	16.8
VW	5,348	8,632	0.7	1.2	68	505	0.0	0.1	5,416	9,137	0.5	0.9	−0.4	−40.7
Eagle	4,640	5,441	0.6	0.8	—	—	—	—	4,640	5,441	0.4	0.5	−0.1	−14.7
Volvo	4,295	7,171	0.6	1.0	—	—	—	—	4,295	7,171	0.4	0.7	−0.3	−40.1
Infiniti	3,316	2,462	0.5	0.4	—	—	—	—	3,316	2,462	0.3	0.2	0.1	34.7
Saab	2,588	4,013	0.4	0.6	—	—	—	—	2,588	4,013	0.2	0.4	−0.2	−35.5
Suzuki	449	349	0.1	0.1	1,398	1,590	0.3	0.5	1,847	1,939	0.2	0.2	0.0	− 4.7
Audi	1,278	1,051	0.2	0.2	—	—	—	—	1,278	1,051	0.1	0.1	0.0	21.6
Daihatsu	669	574	0.1	0.1	379	318	0.1	0.1	1,048	892	0.1	0.1	0.0	17.5
Jaguar	828	809	0.1	0.1	—	—	—	—	828	809	0.1	0.1	0.0	2.3
Alfa Romeo	387	450	0.1	0.1	—	—	—	—	387	450	0.0	0.0	0.0	−14.0
Range Rover	—	—	—	—	303	250	0.1	0.1	303	250	0.0	0.0	0.0	21.2
Porsche	292	456	0.0	0.1	—	—	—	—	292	456	0.0	0.0	0.0	−36.0
Peugeot	34	449	0.0	0.1	—	—	—	—	34	449	0.0	0.0	0.0	−92.4
Sterling	0	302	—	0.0	—	—	—	—	0	302	0.0	0.0	0.0	−100.0
Yugo	0	127	0.0	0.0	—	—	—	—	0	127	0.0	0.0	0.0	−100.0
Other*	167	167	0.0	0.0	—	—	—	—	167	167	0.0	0.0	0.0	0.0
TOTAL	**715,556**	**690,970**	**100.0**	**100.0**	**408,804**	**350,335**	**100.0**	**100.0**	**1,124,360**	**1,041,305**	**100.0**	**100.0**	**0.0**	**8.0**
TOTAL BIG 3	**463,156**	**438,514**	**64.7**	**63.5**	**354,861**	**293,239**	**86.8**	**83.7**	**818,017**	**731,753**	**72.8**	**70.3**	**2.5**	**11.8**
TOTAL JAPAN	**214,752**	**209,336**	**30.0**	**30.3**	**53,572**	**56,341**	**13.1**	**16.1**	**268,324**	**265,677**	**23.9**	**25.5**	**−1.6**	**1.0**
TOTAL EUROPE	**27,210**	**33,914**	**3.8**	**4.9**	**371**	**755**	**0.1**	**0.2**	**27,581**	**34,669**	**2.5**	**3.3**	**−0.9**	**−20.4**
GM	261,673	249,974	36.6	36.2	133,738	119,727	32.7	34.2	395,411	369,701	35.2	35.5	−0.3	7.0
Ford	146,309	135,907	20.4	19.7	126,070	104,774	30.8	29.9	272,379	240,681	24.2	23.1	1.1	13.2
Chrysler	55,174	52,633	7.7	7.6	95,053	68,738	23.3	19.6	150,227	121,371	13.4	11.7	1.7	23.8
Toyota/Lexus	61,985	54,222	8.7	7.8	19,771	20,709	4.8	5.9	81,756	74,931	7.3	7.2	0.1	9.1
Honda/Acura	62,689	69,177	8.8	10.0	—	—	—	—	62,689	69,177	5.6	6.6	−1.1	− 9.4
Nissan/Infiniti	33,869	35,627	4.7	5.2	15,169	14,433	3.7	4.1	49,038	50,060	4.4	4.8	−0.4	− 2.0
VW/Audi	6,626	9,683	0.9	1.4	68	505	0.0	0.1	6,694	10,188	0.6	1.0	−0.4	−34.3
†Geo	*20,253*	*20,384*	*2.8*	*3.0*	*3,337*	*3,111*	*0.8*	*0.9*	*23,590*	*23,495*	*2.1*	*2.3*	*−0.2*	*0.4*
*Made by Japan***	*252,045*	*249,007*	*35.2*	*36.0*	*56,696*	*59,099*	*13.9*	*16.9*	*308,741*	*308,106*	*27.5*	*29.6*	*−2.1*	*0.2*

*Includes 1992 estimated sales of 80-Ferrari, 22-Rolls/Bentley, 27-Lotus, 20-Maserati, 13-Lamborghini, and 5-Aston Martin.
**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

U.S. CAR AND LIGHT-TRUCK SALES, 4 MONTHS — 1992 vs. 1991

Make	Car Sales 1992	Car Sales 1991	1992 Share	1991 Share	Truck Sales 1992	Truck Sales 1991	1992 Share	1991 Share	Car & Truck Totals 1992	Car & Truck Totals 1991	% Share of Total Car & Truck Market 1992	% Share of Total Car & Truck Market 1991	Changes Share (Points)	Changes Sales (Percent)
Ford	375,538	353,845	14.2	13.6	429,129	366,504	30.3	28.9	804,667	720,349	19.8	17.7	2.1	11.7
Chevrolet/Geo†	338,046	371,542	12.8	14.3	339,290	330,185	24.0	26.1	677,336	701,727	16.7	17.3	−0.6	− 3.5
Toyota	221,501	199,755	8.4	7.7	81,512	80,259	5.8	6.3	303,013	280,014	7.5	6.9	0.6	8.2
Dodge	88,166	108,343	3.3	4.2	179,832	146,809	12.7	11.6	267,998	255,152	6.6	6.3	0.3	5.0
Honda	194,215	193,712	7.3	7.5	—	—	—	—	194,215	193,712	4.8	4.8	0.0	0.3
Pontiac	178,063	164,869	6.7	6.3	9,927	6,556	0.7	0.5	187,990	171,425	4.6	4.2	0.4	9.7
Buick	169,249	175,660	6.4	6.8	—	—	—	—	169,249	175,660	4.2	4.3	−0.2	− 3.6
Nissan	107,306	109,491	4.1	4.2	51,296	51,776	3.6	4.1	158,602	161,267	3.9	4.0	−0.1	− 1.7
Oldsmobile	140,612	133,438	5.3	5.1	10,320	8,073	0.7	0.6	150,932	141,511	3.7	3.5	0.2	6.7
Mercury	124,009	120,344	4.7	4.6	—	—	—	—	124,009	120,344	3.1	3.0	0.1	3.0
Plymouth	59,975	62,137	2.3	2.4	62,934	53,300	4.5	4.2	122,909	115,437	3.0	2.8	0.2	6.5
Mazda	91,751	85,414	3.5	3.3	28,665	34,325	2.0	2.7	120,416	119,739	3.0	2.9	0.0	0.6
GMC	—	—	—	—	100,955	85,467	7.1	6.8	100,955	85,467	2.5	2.1	0.4	18.1
Jeep	—	—	—	—	75,710	50,686	5.4	4.0	75,710	50,686	1.9	1.2	0.6	49.4
Cadillac	72,785	68,306	2.7	2.6	—	—	—	—	72,785	68,306	1.8	1.7	0.1	6.6
Saturn	56,341	11,822	2.1	0.5	—	—	—	—	56,341	11,822	1.4	0.3	1.1	—
Mitsubishi	48,892	55,557	1.8	2.1	6,645	10,547	0.5	0.8	55,537	66,104	1.4	1.6	−0.3	−16.0
Lincoln	53,059	61,094	2.0	2.4	—	—	—	—	53,059	61,094	1.3	1.5	−0.2	−13.2
Chrysler	43,940	40,547	1.7	1.6	3,967	1,235	0.3	0.1	47,907	41,782	1.2	1.0	0.2	14.7
Acura	39,960	43,861	1.5	1.7	—	—	—	—	39,960	43,861	1.0	1.1	−0.1	− 8.9
Hyundai	33,518	37,531	1.3	1.4	—	—	—	—	33,518	37,531	0.8	0.9	−0.1	−10.7
Subaru	31,657	36,455	1.2	1.4	—	—	—	—	31,657	36,455	0.8	0.9	−0.1	−13.2
Lexus	30,600	16,547	1.2	0.6	—	—	—	—	30,600	16,547	0.8	0.4	0.3	84.9
Isuzu	3,613	3,154	0.1	0.1	24,956	30,535	1.8	2.4	28,569	33,689	0.7	0.8	−0.1	−15.2
VW	25,334	30,766	1.0	1.2	444	1,660	0.0	0.1	25,778	32,426	0.6	0.8	−0.2	−20.5
Volvo	22,939	25,510	0.9	1.0	—	—	—	—	22,939	25,510	0.6	0.6	−0.1	−10.1
Mercedes	21,157	17,968	0.8	0.7	—	—	—	—	21,157	17,968	0.5	0.4	0.1	17.7
BMW	18,679	15,496	0.7	0.6	—	—	—	—	18,679	15,496	0.5	0.4	0.1	20.5
Eagle	17,648	17,550	0.7	0.7	—	—	—	—	17,648	17,550	0.4	0.4	0.0	0.6
Infiniti	12,103	8,618	0.5	0.3	—	—	—	—	12,103	8,618	0.3	0.2	0.1	40.4
Saab	8,236	10,604	0.3	0.4	—	—	—	—	8,236	10,604	0.2	0.3	−0.1	−22.3
Suzuki	1,960	1,602	0.1	0.1	5,685	6,020	0.4	0.5	7,645	7,622	0.2	0.2	0.0	0.3
Audi	5,113	3,629	0.2	0.1	—	—	—	—	5,113	3,629	0.1	0.1	0.0	40.9
Daihatsu	3,204	1,983	0.1	0.1	1,685	1,108	0.1	0.1	4,889	3,091	0.1	0.1	0.0	58.2
Jaguar	2,815	2,926	0.1	0.1	—	—	—	—	2,815	2,926	0.1	0.1	0.0	− 3.8
Porsche	1,482	1,540	0.1	0.1	—	—	—	—	1,482	1,540	0.0	0.0	0.0	− 3.8
Yugo	1,412	885	0.1	0.0	—	—	—	—	1,412	885	0.0	0.0	0.0	59.5
Alfa Romeo	1,308	1,310	0.0	0.1	—	—	—	—	1,308	1,310	0.0	0.0	0.0	− 0.2
Range Rover	—	—	—	—	1,117	981	0.1	0.1	1,117	981	0.0	0.0	0.0	13.9
Peugeot	245	1,460	0.0	0.1	—	—	—	—	245	1,460	0.0	0.0	0.0	−83.2
Sterling	0	957	—	0.0	—	—	—	—	0	957	0.0	0.0	0.0	−100.0
Other*	668	668	0.0	0.0	—	—	—	—	668	668	0.0	0.0	0.0	0.0
TOTAL	**2,647,099**	**2,596,896**	**100.0**	**100.0**	**1,414,069**	**1,266,026**	**100.0**	**100.0**	**4,061,168**	**3,862,922**	**100.0**	**100.0**	**0.0**	**5.1**
TOTAL BIG 3	**1,717,431**	**1,689,497**	**64.9**	**65.1**	**1,212,064**	**1,048,815**	**85.7**	**82.8**	**2,929,495**	**2,738,312**	**72.1**	**70.9**	**1.2**	**7.0**
TOTAL JAPAN	**786,762**	**756,149**	**29.7**	**29.1**	**200,444**	**214,570**	**14.2**	**16.9**	**987,206**	**970,719**	**24.3**	**25.1**	**−0.8**	**1.7**
TOTAL EUROPE	**109,388**	**113,719**	**4.1**	**4.4**	**1,561**	**2,641**	**0.1**	**0.2**	**110,949**	**116,360**	**2.7**	**3.0**	**−0.3**	**− 4.7**
GM	955,096	925,637	36.1	35.6	460,492	430,281	32.6	34.0	1,415,588	1,355,918	34.9	35.1	−0.2	4.4
Ford	552,606	535,283	20.9	20.6	429,129	366,504	30.3	28.9	981,735	901,787	24.2	23.3	0.8	8.9
Chrysler	209,729	228,577	7.9	8.8	322,443	252,030	22.8	19.9	532,172	480,607	13.1	12.4	0.7	10.7
Toyota/Lexus	252,101	216,302	9.5	8.3	81,512	80,259	5.8	6.3	333,613	296,561	8.2	7.7	0.5	12.5
Honda/Acura	234,175	237,573	8.8	9.1	—	—	—	—	234,175	237,573	5.8	6.2	−0.4	− 1.4
Nissan/Infiniti	119,409	118,109	4.5	4.5	51,296	51,776	3.6	4.1	170,705	169,885	4.2	4.4	−0.2	0.5
VW/Audi	30,447	34,395	1.2	1.3	444	1,660	0.0	0.1	30,891	36,055	0.8	0.9	−0.2	−14.3
†Geo	*78,290*	*74,629*	*3.0*	*2.9*	*9,485*	*9,147*	*0.7*	*0.7*	*87,775*	*83,776*	*2.2*	*2.2*	*0.0*	*4.8*
*Made by Japan***	*882,348*	*849,961*	*33.3*	*32.7*	*211,528*	*225,223*	*15.0*	*17.8*	*1,076,191*	*1,050,675*	*26.5*	*27.2*	*−0.7*	*2.4*

*Includes 1992 estimated sales of 320-Ferrari, 108-Lotus, 88-Rolls/Bentley, 80-Maserati, 52-Lamborghini, and 20-Aston Martin.
**Includes vehicles sold by the Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by the Japanese but made in Big 3 plants.

SALES

Trucks climb 16% in April bonanza

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promotion in the last week of the month.

Chrysler's truck sales, led by minivans, were up 38.3 percent, to 95,053, in April.

Thomas Pappert, vice president of sales, said Chrysler's minivan sales zoomed 47 percent above the year-ago month.

That gave Chrysler its second-best month ever for minivans and the highest four-month minivan total ever.

Jeep sales jumped 43.2 percent for the month and 49.4 percent for four months. Jeep is offering $2,250 in dealer and customer incentives on Jeep Cherokees through June 30. Cherokee sales increased 10.9 percent in April, and Chrysler sold 4,877 new Jeep Grand Cherokees.

April's gains moved total truck sales in the United States 11.7 percent ahead of 1991 for the first four months of the year, while car sales advanced a bare 1.9 percent.

The sluggish car sales could prompt makers to cut production, Phillippi said. As has been widely reported, automakers have cut back sales to daily rental fleets. But the companies reduced fleet sales on the assumption that the "real" retail market would come back faster than it has, he said.

Overall car and truck sales in April rose 8.0 percent above a disappointing year-ago month. Combined Big 3 sales were up 11.8 percent, and market share climbed 2.5 percentage points. Japanese-badged vehicles rose 1 percent in volume, but market share slipped 1.6 percentage points.

Sales for American Honda Motor Co. Inc. slid 9.4 percent in April. Nissan Motor Corp. in U.S.A. was off 2 percent, but Toyota Motor Sales U.S.A. Inc. was up 9.1 percent. Honda is the only one of the three Japanese leaders that does not sell trucks.

On the luxury side at those companies, Lexus and Infiniti sales were up; Acura sales were down.

Chrysler sold 150,227 cars and trucks in April, a leap of 23.8 percent over 1991. In the year-ago month, Chrysler was off 5.8 percent.

Ford Motor Co. sold 272,379 cars and trucks, up 13.2 percent. GM sales improved 7.0 percent to 395,411 cars and trucks.

Mazda Motor America Inc. sales jumped 28.4 percent. Mazda extended a customer incentive on its Protege and certain other models that had been slated to expire April 6.

obituaries

E.R. Glanville

PORTLAND, Ore. — E.R. "Al" Glanville, part owner and general sales manager of DeLon Downtown Auto Center in Portland, died April 15. Glanville retired as sales manager in 1983, but continued working in advertising for the company. He was 75.

Beverly Wiles

ATLANTA — Beverly Wiles, a former executive secretary for the Chrysler Training Center in Centerline, Mich., and a Mopar Division employee, died April 22. She was 67. Wiles retired in 1985 after serving 37 years with Chrysler Corp.

DOMESTIC CAR SALES, APRIL & YTD

	Apr. 1992	Apr. 1991	4 Mos., 1992	4 Mos., 1991
Summit	519	731	1,797	2,076
Talon	2,614	2,749	9,755	9,971
Premier	193	1,189	1,631	3,026
Total Eagle	**3,326**	**4,669**	**13,183**	**15,073**
Horizon	0	54	0	301
Laser	2,294	2,600	8,025	8,733
Sundance	5,783	3,437	20,945	12,756
Acclaim*	7,647	5,732	25,360	35,844
Total Plymouth	**15,724**	**11,823**	**54,330**	**57,634**
LeBaron A*	2,423	1,371	11,676	5,792
LeBaron J	3,379	4,017	12,759	13,346
Fifth Avenue	2,789	2,977	11,550	12,643
Imperial	438	701	2,136	3,317
New Yorker	1,125	1,260	5,819	4,868
Total Chrysler Division	**10,154**	**10,326**	**43,940**	**39,966**
Omni	0	75	0	334
Shadow*	7,417	5,984	26,042	21,679
Monaco	103	486	586	1,319
Daytona	1,324	1,484	4,381	4,994
Spirit*	5,712	4,550	20,856	31,151
Dynasty	5,459	7,379	26,341	37,244
Total Dodge	**20,015**	**19,958**	**78,206**	**96,721**
CHRYSLER CORP.	**49,219**	**46,776**	**189,659**	**209,394**
Escort*	19,728	16,318	78,548	77,795
Mustang	8,809	5,976	28,174	23,244
Tempo	19,413	14,754	73,660	65,423
Taurus	26,728	24,793	111,049	100,359
Thunderbird	7,007	5,629	25,534	25,517
Probe	5,658	7,350	17,685	24,509
Crown Victoria	9,235	6,874	28,310	24,279
Total Ford Division	**96,578**	**81,694**	**362,960**	**341,126**
Topaz	6,391	5,652	23,261	19,196
Sable	10,531	8,834	36,671	30,716
Cougar	4,737	5,878	15,746	18,099
Grand Marquis	7,532	10,335	29,077	30,264
Total Mercury	**29,191**	**30,699**	**104,755**	**98,275**
Continental	2,762	3,665	11,435	17,512
Town Car	10,016	10,069	39,637	40,596
Mark VII	430	731	1,987	2,986
Total Lincoln	**13,208**	**14,465**	**53,059**	**61,094**
Total L-M Division	**42,399**	**45,164**	**157,814**	**159,369**
FORD MOTOR CO.	**138,977**	**126,858**	**520,774**	**500,495**
Roadmaster	3,384	2,328	12,450	3,924
Skylark	4,107	10,602	21,142	35,807
Century*	10,648	8,865	38,189	35,236
Regal	8,610	9,678	27,491	34,164
LeSabre	11,550	8,439	46,990	35,203
Reatta	15	274	87	940
Park Avenue	4,891	5,608	19,119	25,093
Riviera	1,048	1,365	3,781	5,293
Total Buick	**44,253**	**47,159**	**169,249**	**175,660**
Allante	225	246	669	771
Seville	3,102	1,337	12,464	10,816
DeVille	11,077	10,629	47,206	43,040
Brougham	1,041	1,538	4,357	7,948
Eldorado	2,304	1,737	8,089	5,731
Total Cadillac	**17,749**	**15,487**	**72,785**	**68,306**
Geo Metro	6,782	5,453	30,538	23,548
Geo Prizm	6,190	5,157	22,462	24,167
Cavalier	20,251	23,631	74,714	99,510
Camaro	6,398	4,735	20,962	14,662
Celebrity	0	96	1	3,980
Corsica-Beretta	15,901	18,987	57,428	61,840
Lumina	20,469	19,700	68,465	67,296
Caprice	7,691	11,920	32,106	43,807
Corvette	1,953	1,631	6,080	5,818
Total Chevrolet	**85,635**	**91,310**	**312,756**	**344,628**
Calais	530	6,227	2,972	26,297
Achieva	7,691	0	26,138	0
Cutlass Ciera	11,629	10,646	40,192	32,119
Cutlass Supreme	9,792	8,132	29,693	28,723
Eighty Eight	6,424	4,227	26,171	22,940
Custom Cruiser Wagon	525	755	1,860	2,586
Ninety Eight	3,294	4,728	11,867	16,793
Toronado	389	892	1,719	2,975
Total Oldsmobile	**40,274**	**35,607**	**140,612**	**133,438**
Sunbird	6,516	8,748	24,587	30,940
Firebird	2,267	1,960	7,092	6,613
Grand Am	20,200	17,268	72,497	59,427
Pontiac 6000	77	2,442	502	9,086
Grand Prix	10,941	7,636	35,448	30,124
Bonneville	8,561	4,345	31,797	18,017
Total Pontiac	**48,562**	**42,399**	**171,923**	**154,207**
Total Saturn	**16,345**	**4,944**	**56,341**	**11,822**
GENERAL MOTORS	**252,818**	**236,906**	**923,666**	**888,061**
Civic	10,988	11,028	43,397	35,364
Accord	28,140	29,976	95,908	96,453
HONDA	**39,128**	**41,004**	**139,305**	**131,817**
MX-6	3,165	2,851	7,303	12,400
626	5,573	4,781	18,687	24,478
MAZDA	**8,738**	**7,632**	**25,990**	**36,878**
Eclipse	8,675	5,767	21,644	19,536
Mirage	381	2,048	3,206	6,449
MITSUBISHI	**9,056**	**7,815**	**24,850**	**25,985**
NISSAN Sentra	**9,967**	**12,456**	**34,490**	**39,343**
Corolla	10,127	8,879	40,308	33,372
Camry	17,820	12,666	66,816	53,345
TOYOTA	**27,947**	**21,545**	**107,124**	**86,717**
SUBARU Legacy	**4,822**	**3,947**	**17,563**	**14,145**
SUZUKI Swift	**17**	**59**	**72**	**189**
DOMESTIC TOTAL	**540,689**	**504,998**	**1,983,493**	**1,933,024**
IMPORT TOTAL	**174,867**	**185,972**	**663,686**	**663,872**
INDUSTRY TOTAL	**715,556**	**690,970**	**2,647,099**	**2,596,896**

*Includes units produced in Mexico. Source: Automotive News Data Center

TOP 10 SELLERS, APRIL 1992

	Sales
1. Ford F-series pickup	41,481
2. Chevrolet C/K pickup	38,699
3. Honda Accord	33,353
4. Ford Taurus	26,728
5. Ford Explorer	25,907
6. Toyota Camry	24,201
7. Dodge Caravan	23,788
8. Ford Ranger	23,091
9. Chevrolet Lumina	20,469
10. Chevrolet Cavalier	20,251

Source: Automotive News Data Center

LIGHT-TRUCK SALES, APRIL & YTD

	Apr. 1992	Apr. 1991	4 Mos., 1992	4 Mos., 1991
Town & Country	1,354	345	3,967	1,235
Total Chrysler	**1,354**	**345**	**3,967**	**1,235**
Vans	5,256	4,334	17,964	15,026
Ram Wagon	2,127	1,865	8,057	6,321
Caravan	23,788	16,267	78,253	65,625
Caravan C/V	963	1,822	2,725	3,573
Ram 50 (import)	393	375	1,599	1,506
Ramcharger	275	571	1,391	2,181
Dakota	11,868	6,868	40,741	25,075
Pickups	8,164	7,556	29,102	27,502
Total Dodge	**52,834**	**39,658**	**179,832**	**146,809**
Voyager	19,368	13,727	62,934	53,300
Total Plymouth	**19,368**	**13,727**	**62,934**	**53,300**
Wrangler	5,620	4,387	17,384	12,591
Cherokee	10,593	9,556	49,440	34,595
Grand Wagoneer	4,877	317	7,294	1,300
Comanche	407	748	1,592	2,200
Total Jeep	**21,497**	**15,008**	**75,710**	**50,686**
CHRYSLER CORP.	**95,053**	**68,738**	**322,443**	**252,030**
Vans	11,797	9,166	39,071	31,778
Aerostar	16,816	12,811	52,850	44,387
Club Wagon	3,816	2,193	11,712	6,421
Ranger	23,091	21,433	85,486	78,368
Bronco	3,162	2,265	8,057	8,437
Bronco II/Explorer	25,907	21,082	97,056	76,750
Pickups	41,481	35,824	134,897	120,363
FORD MOTOR CO.	**126,070**	**104,774**	**429,129**	**366,504**
Vans	7,568	6,714	26,018	23,648
Sportsvan	716	1,336	2,521	2,851
Geo Tracker (domestic)	3,337	3,106	9,485	9,135
Geo Tracker (import)	0	5	0	12
Astro	10,933	9,727	36,539	33,998
Lumina APV	4,539	3,804	15,562	13,750
S10	15,810	18,303	59,742	66,682
S10 Blazer	10,829	9,669	38,506	38,957
Blazer	1,713	847	5,030	3,674
Suburban	3,999	3,004	12,709	11,569
Pickups	38,699	34,493	133,178	125,921
Total Chevrolet	**98,143**	**91,008**	**339,290**	**330,185**
Vans	2,603	3,098	10,569	9,405
Safari	3,911	2,725	12,289	9,652
S15/Sonoma	4,240	3,950	16,011	14,440
S15 Jimmy	3,022	2,400	10,083	9,350
Jimmy	522	226	1,408	965
Suburban	1,641	1,158	5,248	4,496
Pickups	13,365	10,658	43,971	36,064
P Model	103	181	548	666
W4	320	111	828	429
Total GMC	**29,727**	**24,507**	**100,955**	**85,467**
Silhouette	1,671	1,475	5,553	5,126
Bravada	925	890	4,767	2,947
Total Oldsmobile	**2,596**	**2,365**	**10,320**	**8,073**
Trans Sport	3,272	1,847	9,927	6,556
Total Pontiac	**3,272**	**1,847**	**9,927**	**6,556**
GENERAL MOTORS	**133,738**	**119,727**	**460,492**	**430,281**
DAIHATSU Rocky	**379**	**318**	**1,685**	**1,108**
Pickup (domestic)	1,381	1,146	4,978	3,820
Pickup (import)	677	2,640	3,172	9,631
Amigo	744	830	2,499	2,531
Trooper	1,098	1,385	2,484	8,654
Rodeo (domestic)	3,139	2,197	11,823	7,045
ISUZU	**7,039**	**8,198**	**24,956**	**30,535**
Pickup	4,689	4,611	16,087	15,941
MPV	2,582	3,250	10,284	15,072
Navajo (domestic)	606	728	2,294	3,312
MAZDA	**7,877**	**8,589**	**28,665**	**34,325**
Pickup	1,436	1,591	4,268	7,110
Montero	503	909	2,375	3,386
Van	0	4	2	51
MITSUBISHI	**1,939**	**2,504**	**6,645**	**10,547**
Pickup (domestic)	12,096	10,756	40,485	39,374
Pathfinder	2,748	3,360	9,632	11,631
Axxess	0	39	0	247
Van	0	1	0	3
Hawaii	325	277	1,179	521
NISSAN	**15,169**	**14,433**	**51,296**	**51,776**
RANGE ROVER	**363**	**250**	**1,117**	**981**
Samurai	337	506	1,095	1,741
Sidekick (domestic)	380	319	1,965	1,107
Sidekick (import)	681	765	2,625	3,172
SUZUKI	**1,398**	**1,590**	**5,685**	**6,020**
Pickup (domestic)	2,625	0	8,271	0
Pickup (import)	10,132	12,239	44,206	47,691
Previa	3,648	4,643	14,928	16,809
4Runner	2,831	3,126	11,638	13,023
Land Cruiser	535	701	2,469	2,736
TOYOTA	**19,771**	**20,709**	**81,512**	**80,259**
VOLKSWAGEN Vanagon	**68**	**505**	**444**	**1,660**
DOMESTIC TOTAL	**354,468**	**292,859**	**1,210,465**	**1,048,815**
IMPORT TOTAL	**54,336**	**57,476**	**203,604**	**217,211**
INDUSTRY TOTAL	**408,804**	**350,335**	**1,414,069**	**1,266,026**

Sales charts compiled by Karen Dellowski. Source: Automotive News Data Center

Volvo, Sweden agree on Procordia link

JIM HENRY
Staff Reporter

AB Volvo and the Swedish government reached a compromise that stops Volvo and Procordia AB from merging immediately but gives Volvo the inside track for such a move in the future.

Volvo and Procordia, a food and pharmaceutical conglomerate, proposed an out-and-out merger in January. Volvo and the Swedish government are Procordia's two largest stockholders, each with 42.7 percent.

The government wants to privatize Swedish companies like Procordia, but it objected to the Volvo-Procordia merger as originally proposed. Government officials said the merger was better for Volvo than for Procordia shareholders and questioned whether the merger of two such dissimilar companies made sense.

Volvo argued that diversification was precisely the point. Volvo said it wanted to link up with Procordia because Volvo is too dependent on the cyclical auto, truck and bus business, while Procordia has a much steadier cash flow.

Under the compromise reached last week, the government will eventually sell off its entire Procordia shareholding. But first, Volvo will acquire from the government shares representing 2.3 percentage points of the voting rights in Procordia. That will bring Volvo's stake to 45 percent and cut the government's to 40.4 percent.

A spokesman for Volvo North America Corp. said that is expected to be done by this fall.

The rest of the government shares will be offered to private investors "as soon as possible," Volvo said. But Volvo will retain a controlling interest because it will have the right to refuse the sale of blocks of 5 percent or more and purchase those shares itself.

Volvo will make an offer to buy the rest of Procordia if the auto company acquires another 20 percent of Procordia's stock by exercising its right of first refusal, in addition to the original 45 percent.

While negotiations with the Swedish government were under way, Volvo officials said repeatedly they wanted a 100 percent merger, not partial ownership. AN

Astro tallies high score for injuries in NHTSA crash

WASHINGTON — The driver and front-seat passenger in a 1992 Chevrolet Astro minivan risk serious head injury in a 35 mph crash, according to the government's latest crash results.

The Astro's scores also show that chest injury is possible in a 35 mph crash, the standard used in the National Highway Traffic Safety Administration's New Car Assessment Program.

The Astro had head-injury scores of 2,065 for the driver and 1,815 for the front passenger. A score of 1,000 or higher indicates that serious head injury is possible. The Astro's chest-injury scores were 61 for the driver and 68 for the passenger. A score of 60 or above indicates chest injury is possible.

Head injury was "unlikely" for the three other 1992 vehicles in NHTSA's latest crashes. They are: Toyota Camry (driver 390; passenger 650), Isuzu pickup (884/831), and Nissan Maxima (818/864).

— *Max Gates*

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

MITSUBISHI (1991-92 models, expires July 6)

Mirage	$500-1,000, quota
Galant	$1,000-1,500, quota
Galant VR-4	$500-3,000, based on number sold

(Galant VR-4 payments are in addition to other Galant rebates.)

Eclipse	7% of sticker, starts with second sale
Pickup	$1,000-1,500, quota

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks

BMW (no expiration date)

750iL (1991)	$10,000

CHEVROLET (1992 models, expires June 4)

Corvette ZR-1	$2,000
Other Corvette	$1,000

CHRYSLER CORP. (1991-92 models; expires June 30)

Chrysler Imperial, New Yorker Fifth Avenue and Salon	$1,000-2,000, based on number sold
Dodge Dynasty	$1,000-2,000, based on number sold
Stealth	0-$1,000, based on number sold
Jeep Cherokee	$750

HONDA

Accord, Prelude (1991, no expiration date)	$500

ISUZU (expires June 30)

Impulse (1990-91)	$2,500
Impulse (1992)	$1,500
Impulse (1990-92, California and Southwest region)	$2,500
Stylus (1991)	$800-1,100
Stylus (1992)	$600-800
Stylus (1991, Calif.)	$800-2,000
Pickup (1990-92)	$500-1,500, based on number sold
Rodeo (1990-92)	$500-1,250, based on number sold
Trooper (1990-91)	$750

Dealer has the option of sharing rebate with buyer

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

PONTIAC (1992 models, expires June 4)

LeMans	$1,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)

911 Carrera 2, 928	$9,500
911 Carrera 4	$13,500
911 Turbo	$14,000

SUBARU (expires June 2)

Legacy (1991)	$1,000
Legacy (1992) LS, LSi Sport Sedan	$500 or $1,500, depending on invoice date
All other	$1,000 or $1,500, depending on invoice date

SUZUKI (expires Aug. 3)

Swift (1992)	$400-700
Sidekick (1992)	$700-1,500
Swift (1991)	$700-1,000
Sidekick (1991)	$500-1,000

TOYOTA (expires June 2; 1991-92 models unless otherwise noted)

Corolla (1992)	$700-1,200, quota
Tercel	0-$500, quota
Pickups (non-base)	$400-1,000, quota
Pickups (base)	$700-1,300, quota
Camry Deluxe sedan (1992; area served by Gulf States Toyota)	

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (1992 models; expires May 31)

240-GL, 940-GL	$1,000

USED OIL

EPA won't change rules for disposal

continued from PAGE 1

free-flowing oil has been removed from the filters prior to their disposal.

"We're pleased. It's what we supported," said Douglas Greenhaus, senior attorney for the National Automobile Dealers Association.

But President Bush's moratorium on new regulations, recently extended for four months, has held up another EPA action that NADA supports — revised rules for managing waste oil.

Those rules are crucial for dealers because they are expected to exempt dealers from paying cleanup costs at EPA Superfund sites, Greenhaus said. A Superfund site is one that has been identified as a major toxic dump and targeted for cleanup by the EPA.

Currently, dealers who follow EPA rules can still be forced to share cleanup costs if they had shipped waste oil to a location that has been named a Superfund site. Car dealers have had to help pay to clean up more than 20 Superfund sites, most of them former and current oil re-refining centers, Greenhaus said.

He said he hopes the rules on managing used oil will be issued by the end of the summer.

"The sooner we have standards to comply with, the sooner we'll get that exemption," Greenhaus said. "The law would protect the environment and not be overly burdensome for dealers. And there is a good chance that it would forestall something much worse coming out of Congress."

The House and the Senate are considering waste oil regulations as part of Resource Conservation and Recovery Act legislation.

Last week's EPA action does not change the status of recycled used oil, which can be burned on site as a fuel. That oil must be tested for contaminants, but is otherwise exempt from hazardous-waste regulations.

Mitsubishi adds spiffs; VW pushes leases

ARLENA SAWYERS
Staff Reporter

incentive WATCH

Mitsubishi Motor Sales of America Inc. has announced a new incentive program for dealers, and Chrysler Corp. sweetened its customer rebates on some cars.

Volkswagen United States is offering a choose-your-own-terms contract to customers who lease Jettas.

Mitsubishi is paying factory-to-dealer rebates on the 1991 and 1992 Galant, Mirage and pickup, based on performance against sales quotas.

Dealers who sell or lease at least two of those units in any combination receive $1,000 on the Galant and pickup and $500 on the Mirage.

Dealers who reach at least 55 percent of their sales quota in May may choose one of the three nameplates and earn an additional $200 on that nameplate. After reaching 100 percent of the sales objective, the dealer will receive an additional $300 on the nameplate selected.

Dealers are eligible for an additional $500 to $3,000 on the Galant VR-4, based on volume during the program.

Also available are cash incentives to dealers on the 1991 and 1992 Eclipse equal to 7 percent of the base sticker price. The payments begin with the second Eclipse sold or leased.

The company is continuing its Eclipse Triple Diamond Lease offer of $500 down and $149 a month for 60 months.

Eclipses leased under Triple Diamond are not eligible for the 7 percent incentive, but they do count toward the attainment level. The Mitsubishi programs expire July 6.

Chrysler increased the customer rebates by $500 on select 1991 and 1992 vehicles delivered from May 7 to June 30. The vehicles and new rebates are: Eagle Talon all-wheel-drive and Plymouth Laser all-wheel-drive, $1,500; Chrysler LeBaron coupe and convertible, Eagle Summit four-door (excluding wagon), $1,000.

Alternate financing in lieu of the rebates is available.

Through June 30, **Volkswagen** is offering a special Value Lease deal on its 1992 Jetta GL equipped with air conditioning, automatic transmission and AM/FM radio and cassette.

Customers can choose their own down payment and monthly payment.

For example, the terms for 48-month contracts are: $950 down and $179 a month, $500 down and $189 a month and zero down and $199 a month. Other down payments and lease contracts are available.

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.

Expires June 30. Finance rates in lieu of rebates are 0 to 9.9 percent.

1991-92 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,500
N.Y. Salon, LeBaron sedan	$1,000
LeBaron coupe, conv.	$500
Dodge Monaco, Daytona (1991 only)	$1,500
Shadow, Dynasty, Spirit	$1,000
Colt 3-dr. (Northeast)	$700
Daytona (1992), Colt	$500
Dodge Ramcharger	$2,000
Ram pickup (gas)	$1,500
Ram wagon (van and conversion)	$1,000
Dakota	$750
Ram 50	$500
Eagle Premier	$1,500
Talon	$1,000
Summit 3-dr., 4-dr., (Northeast)	$700
Summit	$500
Jeep Cherokee	$1,500
Comanche	$750
Wrangler	$500
Plymouth Acclaim, Sundance, Laser	$1,000
Colt 3-dr., (Northeast)	$700
Colt, Colt Vista	$500
All minivans (Calif., Hawaii)	$1,000
All minivans (elsewhere)	$500

FORD MOTOR CO.

1992 models

Expires June 30. In lieu of rebates, inance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Probe	$1,500
Thunderbird Sport, SC (Calif. only)	$1,500
Taurus SHO	$1,000
Other Taurus, Mustang	$500-1,000
Escort	$500-750
Thunderbird, Tempo, Crown Victoria, Festiva	$500
Ford Bronco, Econoline (RV)	$1,000
Ranger	$750-1,000
Aerostar	$500-1,000
F series	$400
Lincoln (all)	$1,500
Mercury Sable	$500-1,000
Capri	$750
Tracer	$500-750
Topaz, Cougar, Grand Marquis	$500

1991 models

April 1 to June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Thunderbird, Probe	$1,500
Mustang	$1,000-1,500
Festiva	$1,000
Escort	$750
Taurus SHO	$600-1,000
Other Taurus	$400-1,000
Tempo	$400
Ford Bronco, Econoline E150 RV	$1,000
Aerostar	$400-1,000
Ranger, F series, other Econoline	$400
Mercury Capri	$2,000
Sable, Cougar	$1,500
Tracer	$750
Topaz	$400

GENERAL MOTORS

1992 models

Expires June 4, unless otherwise indicated. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.

Buick (based on option package ordered)	
Riviera	$2,000
Roadmaster	$1,000
Century, LeSabre	$250-1,250
Regal, Skylark	$500-1,250
Cadillac (expires June 30) DeVille, Brougham	$1,500
Chevrolet Geo Metro conv. (expires Sept. 23)	$1,000
Other Metro (expires Sept. 23)	$500
Geo Prizm (expires Sept. 23)	$1,000
Geo Storm (expires Sept. 23)	$750
Lumina	$750
Cavalier, Camaro, Corsica, Beretta, Caprice	$500
S/T Blazer	$1,500
G-Van (upfit)	$1,000
S/T pickup, Lumina APV	$750
Geo Tracker (expires Sept. 23)	$750-1,000
Other G-Van	$500
Astro	$500
C/K pickup (exclude Crew Cab)	$400
C/K pickup (extended cab)	$400
GMC S15 Jimmy (exc. Typhoon)	$1,000
Sonoma (exc. Syclone)	$750
Sierra (exclude Crew cab)	$400
Safari	$500
G-Van	$500-1,000
Oldsmobile (regional) Toronado, Silhouette, Bravada	$1,000-2,000
Custom Cruiser	$1,000-1,500
Cutlass Ciera	$1,000
Cutlass Supreme	$750-1,500
Ninety Eight, Eighty Eight	$500-1,250
Pontiac Grand Prix, Trans Sport	$750
Sunbird, Grand Am, Firebird, Bonneville	$500

1991 models

Chevrolet Geo Storm (expires Sept. 23)	$750

HYUNDAI (expires June 2)

Excel (1991)	$1,200
Excel (1992)	$500-600
Elantra (1992)	$1,000
Scoupe (1991)	$1,000-1,500
Scoupe (1992)	$750
Sonata (1991)	$2,000
Sonata (1992)	$1,500

SUBARU (expires June 2)

Loyale (1991-92, fwd sedan, awd wagon)	$500

HYUNDAI

Programs designed to aid quality image

continued from PAGE 6

and dealers share the responsibility to deliver cars in near-perfect condition.

"In a way, it says we're doing something we've asked (dealers) to do," he said. "But it's not to be perceived as a negative program. We've got to make sure those cars are delivered in proper condition.

"Dealers develop their own methods, and some dealers are more successful than others."

Whitman said Hyundai will continue the program for the "next couple of quarters" and expects to start receiving customer feedback this summer. He said the company has not decided whether to make the program nationwide.

Hyundai's new customer assistance center is a clearinghouse for consumer complaints, and its employees are trained to diffuse anger, Whitman said.

Complaints received about specific dealerships are shared with regional offices and require dealer follow-up.

Consumer problems are usually resolved in five to 10 days, and 70 percent are resolved without going to the dealer, Whitman said. The line receives 450 to 500 calls a day. Calls range from people asking where the nearest Hyundai dealership is to owners concerned about specific problems.

INFINITI

J30 may be basis for new coupe

continued from PAGE 6

An Acura NSX competitor was once considered for the Infiniti lineup, but the high-end coupe will now take precedence.

Before a coupe arrives, however, Infiniti will replace the lower-rung G20 compact sedan with a more luxurious model, Horie said. The G20 is sold elsewhere in the world as the Nissan Primera.

"The G20 was not designed solely for the U.S. market, and so we are working to replace it as early as possible," Horie said.

The front-drive Primera will be facelifted this fall and is due to be replaced in 1994, but company sources say that neither will be the basis of a new G20.

More likely, they say, the G20 successor will be based on the all-new Maxima/Cefiro that will debut in September 1993.

Of the two future products — a coupe and the new entry-level Infiniti — Horie said the G20 replacement has the highest priority. And he said the G20 successor preferably will be developed specifically for Infiniti.

Overall, Nissan's Tokyo executives are eager to boost Infiniti volume, which totaled 23,960 in 1990, the brand's first full year, and 34,890 last year.

"We're satisfied with our Customer Satisfaction Index and brand-image results, but volumewise it's not quite living up to our expectations at the moment," said Horie.

Horie also cited Infiniti's lower dealer count as a reason for Lexus' higher sales. As of Jan. 1, Infiniti had 109 dealers to 147 for Lexus.

Horie said, "Our current plans indicate that we will have 160 dealers in 1994, and that should put us closer to Lexus than we are today."

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario †		

†Plant closed for retooling until spring 1992
Source: Automotive News Data Center

Chrysler eyes N.Y. assets of McNamara

CHARLES M. THOMAS
Staff Reporter

Chrysler Credit Corp. is moving swiftly to capture 160 vehicles and other assets valued at $2.4 million from Station Chrysler-Plymouth Inc., owned by John M. McNamara. The New York dealer is accused of bilking General Motors Acceptance Corp. of $436 million in a phony floorplan scheme.

The petition filed in New York's State Supreme Court last week came after an audit of Station Chrysler-Plymouth by the finance company. The audit revealed that McNamara had pledged the dealership's assets as security for loans from GMAC.

Chrysler Credit says pledging the dealership's assets constitutes a technical default in its agreement with Station Chrysler-Plymouth, which is based in Port Jefferson Station, N.Y.

"As a secured party Chrysler Credit can accelerate loans for any reason, or if vehicles are in danger of loss or confiscation," said Bob Heath, a spokesman for Chrysler's finance unit.

According to the petition, Chrysler wants to recover the vehicles and other dealership assets including parts, furniture and fixtures because of federal charges against McNamara for fraud and money laundering.

The suit also alleges the dealership is losing money, its net worth is declining and likely will close within a few weeks.

Meanwhile, GMAC already has seized the assets of McNamara's other dealership, McNamara Buick-Pontiac in Port Jefferson.

McNamara, 52, who was charged April 15 in U.S. District Court in Brooklyn, was freed on $300 million bail secured by virtually everything he owns.

GMAC accused McNamara of submitting bogus paperwork to borrow money for customizing vehicles supposedly shipped to a trading company that was located in Cyprus.

But both the trading company in Cyprus and the specialty customizing company in Indiana were owned by McNamara.

The FBI charges that the purchase and resale of vehicles existed only on paper and that McNamara was just borrowing new money to repay existing debts.

GMAC's paperwork shows McNamara supposedly bought 70,000 vehicles for export in 1991. That number would have represented almost 40 percent of the motor vehicle population of Cyprus in 1990, according to sources.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 5/4-5/9/92	Actual 4/27-5/2/92	Apr. Total	Year 1/1-5/9/92	Year 1/1-5/11/91
LeBaron J	1,550	1,522	5,892	19,265	16,335
New Yorker	375	353	1,063	5,871	2,758
Fifth Avenue	1,000	1,009	2,846	11,206	10,225
Imperial	150	171	416	1,822	2,521
Town & Country (trk.)	400	450	1,436	5,038	1,190
Total Chrysler Div.	**3,475**	**3,505**	**11,653**	**43,202**	**33,029**
Sundance	1,000	1,471	6,074	19,215	14,385
Acclaim	1,750	2,016	7,944	28,014	26,845
Voyager (trk.)	1,800	2,116	8,148	32,674	30,719
Voyager (Can. trk.)	2,706	2,755	10,740	49,624	38,486
Total Plymouth	**7,256**	**8,358**	**32,906**	**129,527**	**110,435**
Daytona	400	298	1,149	4,258	4,936
Shadow	2,500	2,562	9,939	30,328	16,338
Dynasty	2,050	1,975	5,805	27,113	40,157
Spirit	1,750	1,384	5,523	25,637	23,805
Viper	0	6	18	18	0
Monaco (Can.)	0	0	0	0	1,679
Caravan (trk.)	3,150	2,987	10,519	43,861	38,488
Caravan (Can. trk.)	3,690	3,742	13,938	65,327	51,710
Caravan C/V (trk.)	50	77	319	1,105	1,592
Caravan C/V (Can. trk.)	204	156	598	3,081	10,906
Dakota (trk.)	3,050	3,094	12,192	46,025	26,611
Ram pickup (trk.)	1,550	1,467	5,930	22,555	26,752
Ram wagon (Can. trk.)	552	662	2,203	8,988	7,937
Ram van (Can. trk.)	1,800	1,706	5,594	23,006	13,864
Total Dodge	**20,746**	**20,116**	**74,127**	**301,382**	**264,775**
Premier (Can.)	0	0	0	0	3,174
Cherokee (trk.)	3,400	0	11,463	49,632	37,723
Comanche (trk.)	50	0	179	916	1,906
Grand Cherokee (trk.)	1,450	2,315	7,138	17,364	427
Briarwood	0	0	0	325	1,077
Wrangler (Can trk.)	0	0	4,992	29,026	19,329
Total Jeep-Eagle	**4,900**	**2,315**	**23,772**	**97,263**	**63,636**
Total U.S. car	**12,525**	**12,767**	**47,089**	**172,747**	**158,305**
Total Can. car	**0**	**0**	**0**	**0**	**4,852**
Total U.S. truck	**14,900**	**12,506**	**57,324**	**219,495**	**166,485**
Total Can. truck	**8,952**	**9,021**	**38,065**	**179,052**	**142,232**
CHRYSLER CORP.	**36,377**	**34,294**	**142,458**	**571,294**	**471,875**
Escort	5,767	5,742	19,043	58,651	72,204
Mustang	2,800	2,820	8,316	31,594	21,866
Tempo	3,618	2,797	11,770	47,611	36,592
Tempo (Can.)	0	3,345	13,542	43,506	39,383
Taurus	9,179	8,666	32,134	134,941	114,423
Thunderbird	2,060	1,808	8,493	29,921	28,092
Crown Victoria (Can.)	2,910	2,649	10,310	37,788	33,141
Aerostar (trk.)	4,160	4,125	16,157	66,291	51,635
Bronco (trk.)	723	678	1,970	7,831	4,260
Explorer (trk.)	6,580	6,278	26,102	115,680	99,624
Mazda Navajo (trk.)	143	160	592	1,979	4,859
Econoline (trk.)	4,526	4,344	18,093	70,184	44,006
Heavy (trk.)	1,044	957	3,928	16,858	13,332
Light truck (trk.)	7,744	8,393	35,511	160,850	93,320
Light truck (Can. trk.)	3,050	3,065	12,[illegible]	53,612	32,417
Ranger (trk.)	8,428	8,393	32,054	105,921	88,398
Total Ford Division	**62,732**	**64,220**	**247,229**	**983,218**	**777,552**
Topaz	1,532	1,710	6,366	21,144	15,648
Topaz (Can.)	0	1,472	5,753	16,579	11,698
Cougar	1,547	1,804	5,894	21,743	21,500
Sable	2,794	3,138	12,133	45,295	36,863
Grand Marquis (Can.)	2,034	2,247	9,285	37,033	29,123
Mercury Villager (trk.)	147	128	370	422	0
Nissan Quest (trk.)	83	37	104	140	0
Total Mercury	**8,137**	**10,536**	**39,905**	**142,356**	**114,832**
Continental	766	662	3,612	14,116	21,126
Mark VII	0	0	106	2,375	3,699
Town Car	2,306	1,983	9,690	42,255	49,697
Total Lincoln	**3,072**	**2,645**	**13,408**	**58,746**	**74,522**
Total L-M Division	**11,209**	**13,181**	**53,313**	**201,102**	**189,354**
Total U.S. car	**32,369**	**31,130**	**117,557**	**449,646**	**421,710**
Total Can. car	**4,944**	**9,713**	**38,890**	**134,906**	**113,345**
Total U.S. truck	**33,578**	**33,493**	**134,881**	**546,156**	**399,434**
Total Can. truck	**3,050**	**3,065**	**9,214**	**53,612**	**32,417**
FORD MOTOR CO.	**73,941**	**77,401**	**300,542**	**1,184,326**	**966,906**
Skylark	635	896	3,981	22,131	34,929
Century	2,263	2,851	9,491	27,554	28,486
Regal (Can.)	2,700	2,732	25,993	32,573	40,550
Riviera	312	337	1,168	4,491	3,922
Park Avenue	1,513	1,546	5,678	23,355	34,982
LeSabre	3,978	3,745	14,674	53,724	34,303
Roadmaster sedan	1,000	0	821	16,663	0
Roadmaster wagon	200	197	1,201	4,805	8,972
Reatta	0	0	0	0	1,171
Total Buick	**12,601**	**12,304**	**63,007**	**185,296**	**187,315**
Eldorado	826	993	3,698	15,626	6,028
Seville	1,136	1,348	5,030	18,665	13,007
Brougham	0	0	0	2,170	7,344
DeVille	3,051	2,681	11,171	42,425	50,058
Allante	64	53	256	549	1,139
Total Cadillac	**5,077**	**5,085**	**20,155**	**79,437**	**77,576**
Cavalier	5,530	5,375	21,842	83,373	100,119
Camaro	1,599	1,695	7,202	23,492	15,214
Corsica-Beretta	5,760	5,688	18,486	73,987	85,620
Lumina (Can.)	7,000	6,971	0	81,806	72,156
Caprice	2,760	1,763	7,237	36,361	49,433
Corvette	684	575	2,017	6,991	8,609
Astro (trk.)	3,142	3,005	12,801	57,388	34,010
Blazer (trk.)	691	550	2,458	8,136	2,690
Lumina APV (trk.)	1,168	1,368	5,260	16,415	12,732
Mediums (trk.)	200	194	438	2,001	1,084
P-model (trk.)	699	619	2,377	8,076	5,511
Pickup (trk.)	6,617	6,407	26,726	95,024	86,317
Pickup (Can. trk.)	4,200	4,177	15,593	72,171	48,592
S10 (trk.)	4,600	5,394	19,235	67,213	89,853
S10 Blazer (trk.)	3,298	3,093	11,844	48,606	13,638
Sportsvan (trk.)	0	0	0	11,405	15,077
Sportsvan (Can. trk.)	1,750	1,737	6,508	27,313	18,039
Suburban (trk.)	1,532	1,187	5,166	17,029	8,871
Total Chevrolet	**51,230**	**49,798**	**165,190**	**736,787**	**567,565**
Achieva/Calais	2,800	2,748	9,702	44,936	34,616
Cutlass Ciera	3,156	3,485	12,449	45,759	26,338
Cutlass Ciera (Can.)	0	0	0	0	23,217
Cutlass Supreme	2,400	2,334	9,304	27,991	37,898
Toronado	93	101	538	2,556	2,619
Eighty Eight	1,701	1,726	6,832	29,494	20,166
Custom Cruiser wag.	40	40	381	1,687	4,101
Ninety Eight	909	807	3,397	12,154	27,671
Silhouette (trk.)	516	328	1,483	5,806	6,420
Bravada (trk.)	332	404	1,334	5,483	7,309
Total Oldsmobile	**11,949**	**11,973**	**45,420**	**175,866**	**190,355**
Sunbird	2,260	2,112	8,113	35,296	45,054
Grand Am	6,085	6,006	23,760	86,996	82,755
Firebird	701	505	1,908	8,433	4,987
Grand Prix	2,700	2,640	9,567	39,342	34,260
Pontiac 6000	0	0	0	0	11,937
Bonneville	2,648	2,472	9,623	37,246	20,970
Trans Sport (trk.)	1,160	1,172	4,631	11,733	8,004
Total Pontiac	**15,554**	**14,907**	**57,602**	**219,048**	**207,967**
Yukon-Jimmy (trk.)	222	134	705	2,495	825
Medium (trk.)	176	378	2,265	9,188	2,318
P-model (trk.)	45	35	156	890	1,182
Pickup (trk.)	2,828	2,518	10,186	37,093	41,701
Pickup (Can. trk.)	1,450	1,456	5,849	26,367	19,344
Syclone-Sonoma (trk.)	1,527	645	4,599	16,740	20,635
Typhoon-S15 Jimmy (trk.)	744	828	4,064	14,343	4,786
Safari (trk.)	1,326	1,439	5,674	23,493	13,806
Suburban (trk.)	957	737	3,255	10,876	8,722
Vandura (trk.)	0	0	0	5,803	6,869
Vandura (Can. trk.)	750	721	2,791	13,544	7,642
Total GMC	**10,025**	**8,891**	**39,544**	**160,832**	**128,030**
Total Saturn*	**4,630**	**4,630**	**18,517**	**67,933**	**22,197**
Total U.S. car	**61,436**	**59,359**	**228,044**	**896,189**	**859,905**
Total Can. car	**9,700**	**9,703**	**25,993**	**114,379**	**135,923**
Total U.S. truck	**31,788**	**30,435**	**124,857**	**475,236**	**392,560**
Total Can. truck	**8,150**	**8,091**	**30,741**	**139,395**	**93,617**
GENERAL MOTORS	**111,066**	**107,588**	**409,435**	**1,625,199**	**1,481,005**
Can. car	2,160	2,165	9,714	40,825	46,778
Can. trk.	1,300	1,300	5,866	25,352	20,650
CAMI*	**3,460**	**3,465**	**15,580**	**66,177**	**67,428**
DIAMOND-STAR*	**3,300**	**3,326**	**13,764**	**58,979**	**57,769**
Civic	2,260	2,082	8,673	34,517	34,060
Civic (Can.)	2,200	2,152	9,236	41,236	39,611
Accord	7,690	7,911	32,897	142,489	131,537
Total U.S. car	**9,950**	**9,993**	**41,570**	**177,006**	**165,597**
Total Can. car	**2,200**	**2,152**	**9,236**	**41,236**	**39,611**
HONDA	**12,150**	**12,145**	**50,806**	**218,242**	**205,208**
HYUNDAI Sonata (Can.)	**200**	**300**	**1,150**	**5,307**	**13,039**
MAZDA*	**2,487**	**2,236**	**7,173**	**23,869**	**52,741**
U.S. trk.	0	1,555	6,339	23,182	27,813
Can. trk.	197	166	701	2,992	2,702
NAVISTAR	**197**	**1,721**	**7,040**	**26,174**	**30,515**
Sentra	2,310	2,309	9,896	49,318	51,654
Pickup (trk.)	2,660	2,764	11,281	50,272	50,405
NISSAN	**4,970**	**5,073**	**21,177**	**99,590**	**102,059**
Geo Prizm	1,500	1,464	6,299	32,503	37,658
Toyota Corolla	2,400	2,506	10,376	43,274	38,627
Toyota Pickup (trk.)	1,300	1,435	5,417	16,168	0
NUMMI	**5,200**	**5,405**	**22,092**	**91,945**	**76,285**
Legacy	1,200	1,243	5,042	21,651	21,028
Pickup (trk.)	485	398	1,511	8,386	0
Rodeo (trk.)	915	750	2,812	14,823	0
Total U.S. car	**1,200**	**1,243**	**5,042**	**21,651**	**21,028**
Total U.S. trk.	**1,400**	**1,148**	**4,323**	**23,209**	**18,345**
SUBARU-ISUZU	**2,600**	**2,391**	**9,365**	**44,860**	**39,373**
Camry	4,800	4,685	19,847	85,696	82,134
Corolla (Can.)	1,500	1,503	6,254	27,030	25,251
TOYOTA	**6,300**	**6,188**	**26,101**	**112,726**	**107,385**
VOLVO 740,940 (Can.)	**150**	**30**	**628**	**2,494**	**3,238**
AM GENERAL (trk.)	**375**	**375**	**1,575**	**6,750**	**7,650**
MISCELLANEOUS (trk.)**	**2,400**	**2,400**	**10,080**	**43,200**	**50,700**
Total U.S. car	**134,277**	**131,018**	**506,637**	**2,010,878**	**1,946,128**
Total Canada car	**20,854**	**25,566**	**91,865**	**366,177**	**382,038**
Total U.S.-Canada Car	**155,131**	**156,584**	**598,502**	**2,377,055**	**2,328,166**
Total U.S. truck	**88,393**	**86,111**	**355,877**	**1,403,668**	**1,113,392**
Total Canada truck	**21,649**	**21,643**	**84,587**	**400,403**	**291,818**
Total U.S.-Canada truck	**110,042**	**107,754**	**440,464**	**1,804,071**	**1,405,010**
TOTAL U.S.	**222,670**	**217,129**	**862,514**	**3,414,546**	**3,059,520**
TOTAL CANADA	**42,503**	**47,209**	**176,452**	**766,580**	**673,856**
TOTAL U.S.-CANADA CAR & TRUCK	**265,173**	**264,338**	**1,038,966**	**4,181,126**	**3,733,176**

*Estimate

†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Source: Automotive News Data Center.

17 plants run on overtime

ANNE E. WRIGHT
Chief Statistician

Seventeen U.S. and Canadian car and truck plants worked overtime last week, and no downtime was scheduled.

Seven car and 10 truck plants worked overtime in response to increased sales and low inventories.

U.S. and Canadian car and truck manufacturers assembled their four-millionth vehicle last Wednesday, 14 days ahead of 1991.

So far this year, car and truck production in the two countries is 4,181,126, an increase of 12.0 percent over the 3,733,176 produced one year ago.

Last week's estimated U.S. car production was 134,277, up 2.5 percent from the prior week and up 17.3 percent from last year.

Year-to-date, car production in the United States is 2,010,878, up 3.3 percent from the same period last year.

Canadian carmakers assembled an estimated 20,854 autos last week, down 18.4 percent from the prior week and down 23.4 percent from the year-ago week.

So far this year, car production in Canada is 366,177, down 4.2 percent from the same period one year ago.

Last week's U.S. truck production was estimated at 88,393, an increase of 2.7 percent over the prior week and 26.0 percent over the same week one year ago.

So far in 1992, truck production in the United States is 1,403,668, an increase of 26.1 percent over the same period one year ago.

Estimated truck production in Canada last week was 21,649, virtually even with the prior week and up 6.3 percent from the year-ago week.

Canadian truckmakers have assembled 400,403 trucks so far this year, 37.3 percent ahead of 1991.

Last week's estimated daily build rate of U.S.- and Canadian-built cars and trucks was 53,035, an increase of 0.3 percent over the prior week and 14.2 percent over the same week one year ago.

Last Saturday, General Motors scheduled overtime at the Wilmington, Del.; Bowling Green, Ky.; and Lordstown, Ohio, car plants. The following truck plants also worked Saturday overtime: Janesville, Wis.; Moraine, Ohio; Oshawa, Ontario; and Scarborough, Ontario.

Ford Motor Co. scheduled daily overtime last week at the Atlanta; Chicago; Kansas City, Mo.; and St. Thomas, Ontario, car plants.

Five trucks plants worked daily overtime last week: Kansas City, Mo.; Twin Cities (St. Paul, Minn.); Edison, N.J.; Louisville, Ky.; and St. Louis.

Chrysler Corp.'s St. Louis truck plant worked two nine-hour shifts last Saturday and is scheduled for three seven-hour shifts each day this week.